**L D SATISH KUMAR**

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***Azure |CISSP |TOGAF 9 |COBIT 5 |SIX SIGMA |CCSK |AWS|GCP|CISM***

# SUMMARY

**Executive Vice President of Cloud & Cyber Security** Consulting & Services with a global responsibility for all data and systems security, protecting over $200M records of sensitive, personally identifiable information and corporate intellectual property. Trusted advisor to CEOs, Boards of Directors, executive committees and C-Stakeholders.

Over twenty-four years of experience across pre-sales, consulting and delivery services leading high-performing technical and non-technical teams. Adept at directing multi-national teams and administering multimillion-dollar budgets. Extensive familiarity with Banking, Healthcare, Insurance, Telecom, Retail and Technology sectors.

# CORE COMPETENCIES

• Cyber-Law • IT Governance • IT Risk • Cloud Security • Social Networking Security • IT security • Security Architecture Management • Project/Program Management • Threat & Incident Management • DevSecOps Management • Strategic Planning • Process Optimization • Regulatory Compliance • Program maturity measurement and score carding • Cost/Budget Control • Identity & Access Control • Change Control Management • Forensics • E-Discovery • Go-To-Market

# CAREER CHRONOLOGY

## Gee Tech Solutions | India

**Executive Vice President Cloud & Cyber Security Consulting July 2020- Till date**

Business Enablement

* Defined the Service Catalogue and constantly enhance the Enterprise Security service line with KPI’s, SLA’s, processes to be offered for the new deals. Managing a P&L of **$40M** worldwide.
* Defined a **sales methodology** to drive the WW cloud, Cyber Security, and managed services business for strategic engagements with Pre-Sales, Delivery, OEMs, and clients.
* Built an **IT Health Assessment** program for internal usage which was rolled to clients to improve the cyber security posture which directly generated $1 million.
* Directed the **Consulting sales** relationship with the core account team, working closely with Gee Tech teams and Partners to ensure a positive customer experience
* Built the **Center of Excellence** for Cloud & Cyber Security to generate $500K managed and facilitated architecture review board to evaluate project proposals for architectural fit.
* Defined and executed company strategy for attaining **SOC2** certification.
* Managed the **execution of GTM programs** for the portfolio of products and services to deliver business results across geographies working with the marketing team.
* Built the strong the **sales cycle** from lead qualification through to deal closure, effectively executing per GeeTech selling processes and successfully closed deals.
* Managed intentional customer value conversations with **CXO level** customer stakeholders and developed **transformational Consulting** propositions with customers, aligned to customer business needs and priorities.
* **Developed marketing assets** and **New Service Catalogues** (playbooks) to support sales efforts and to meet established business goals.
* Developed the sales process to closely align with **OEM Alliance team** to understand and support the overall strategy and goals.
* Developed a **bi-weekly technical fitment program** for both internal sales employees to train them on the latest platform across the portfolio of services.
* Managed **the Product Costs are optimized** to deliver the profitability stated in the business case.

Leadership and Strategy

* Managed a **$4 million operating budget** and multimillion dollar enterprise wide by overseeing contracts, RFPs, SOWs, negotiations, and billing rates.
* Established and chair the Cyber Security executive steering committee consisting of technical and business leadership.
* Facilitated strategic planning initiatives, documentation, technical roadmaps, and security tool rationalization.
* Developed a **cybersecurity strategy**, policy and standards encompassing enterprise security architecture, design, and program transformation. Enhanced the practice offerings and provided technical oversight for successful delivery.
* Accountable for the entire services engagement lifecycle; from assignment through to successful delivery, sign off and billing with no customer disputes.
* Accountable for the **technical team budget** and **training schedules** Q-o-Q basis
* Responsible for managing the internal and external stakeholders to ensure confidence in the **service delivery** process and is proactive resolving any issues.
* Produced and Developed **demonstrations, presentations, POC** and map the benefits of the Gee Tech solutions to the client’s business goals.
* Fully implemented and involved in the **blockchain & NFT (Non-Fungible Token) security ecosystem** for integrating the latest possible improvements.
* Designed fully automated target state Cloud Architecture for **DevSecOps team**.
* Designed & delivered architectural advice, planning guidance, quality assurance, and guidance to the project team on project approach and solution.
* Adapted containerization platforms using **Google Anthos** for development teams and implemented **service mesh** using ISTIO**.**
* Definedand architected the deployment of **SASE** and **Zero Trust** Strategy within the **Multi-Cloud and Cloud Native Platform.**
* Led the migration strategy, security risk assessments and defined the security controls for multi cloud platforms such as **AWS, GCP** and SaaS environments such as **Microsoft 365, Dynamics 365, Salesforce**, **Windows Virtual Desktop,** and **Citrix** and **Workday.**
* Designed **cybersecurity framework** based on business objectives and strategic imperatives of the client organization including goals, vision, mission, and operational plans
* Matured **security architecture and governance plans** and experience in business requirement gathering and translating of them to system requirements
* Designed and operated **governance** and security **processes** at system, network, and application levels
* Maintained a strong partnership with technology peers, enterprise risk management, privacy, audit, and other leaders throughout the business to support the development and implementation strategies that adhere to the enterprise risk tolerance
* Monitored processes and drive improvements in efficiency and quality of security program.
* Guided the team in development of workflows for **transitioning strategic plans** into implementation plans and operational readiness
* Designed the **IT Roadmap and architecture blueprints** for next 3 years and aligned the IT with Business to transform the IT Estate to meet the business objectives by documenting and streamlining the comprehensive security technologies and processes.
* Responsible for conducting security process implementation reviews to assess security effectiveness and reporting to the board; Execution of **Risk** and **Threat Assessment** based on best practices to realize the cybersecurity strategy
* Developed **cybersecurity awareness** and stakeholder sensitization program including materials, posters, newsletters, training workshops, etc.
* Built the **advanced Security operations (SOC) engineering team** and recommended multi-year roadmaps, **security engineering program** involving concepts, and prototypes architectural advice, planning guidance, and produced engineering blueprints which includes **Artificial Intelligence (AI), UEBA, SOAR, and Machine Learning (ML)** components.
* Architected and implemented **serverless security** controls for cloud native applications.
* Established **IT Security Delivery team** using ITIL Framework and improved uptime for internal infrastructure from **94.3% to 98.3%.** Oversee services are delivered to the agreed SLA, including reviewing supplier performance based on the agreed SLAs and KPIs.
* Developed and implemented the Standard Operating Procedures (SOPs) covering **SOC operations** all in compliance with NIST & ITIL guidelines.
* Owned automation for delivery of platform services using infrastructure-as-code and monitoring-as-code (**Puppet and Splunk**) in a hybrid platform.
* Developed, implemented, and continuously monitor a strategic, comprehensive organization-wide information security and risk management program to ensure the integrity, confidentiality and availability of information owned, controlled, or processed by the enterprise leveraging the appropriate information security management framework (**ITIL, HIPPA, SSDLC, COBIT, NIST, PCI-DSS, ISO 27001, SOX, Fed Ramp, GDPR, CCPA**) and other regulatory data handling.
* Safeguard that an up-to date asset inventory is maintained, and only authorized components are used; coordinate configuration management database changes and ensure that configuration items are identified, accounted, reported, verified & audited.
* Responsible for assessing, selecting, and upgrading the security tools such as Firewalls, IDS/IPS systems, Vulnerability Management, **WAF, SIEM, Malware Defense** Encryption solutions, and GRC tools.
* Responsible for the detailed financial implications including **OPEX** and **CAPEX** projection for Cloud & Cyber Security team.
* Architected the **Azure Sentinel** platform for managing the cloud applications for workloads in the cloud.
* Established application security practice (**DevSecOps**) framework, incorporating threat modeling and secure coding best practices into enterprise **SSDLC** and **SRE** (Site Reliability Engineering) in hybrid cloud environment-*reducing time to market by 30%.*
* Built an effective security team of 370, mentored and developed a high performing team of information security technologists, cloud architects, specialists enabling individual career development and progression, and setting a high level of performance expectations.

## United Overseas Bank | Singapore

(Contract: Gee Tech Solutions Pte Ltd)

### Director Cyber Security January 2018 – June 2020

* Accountable for leading and oversight of security architecture specific programs and remediation actions as well as ensuring the successful on-time, on-scope, on budget deliveries of these programs.
* Developed the group’s **IT Security Strategy** based on technology trends, business strategy, industry direction and corporate policies by effectively collaborating with other functional leaders and the executive leadership team to measure system and resource use and allocation.
* Responsible for **developing detailed roadmaps, target states, blueprints,** and policies to define different levels of design and architecture through its **lifecycle in Workplace Device management** with resiliency.
* Adapted information risk management practices into company-wide adoption of Agile.
* Architected and refreshed Data Theft Prevention program, resulting in **>50% reduction** in high-risk external data transmission by employees, and supporting successful prosecutions of multiple insider threats to company brand and trade secrets.
* Developed and implemented enterprise security strategy and roadmap including cloud platforms, controls and framework that consists of strategically integrated elements of NIST risk management and Cybersecurity frameworks, SANS Critical Controls for Information Security.
* Defined the technology transformation roadmap aligning it with the transformation strategy across the enterprise and identified new solutions to support the bank’s 100% digital vision; **expected ROI is** **25%**
* Collaborated with other departments to establish enterprise security framework to accomplish common IT security objectives and leverage common tools to reduce costs and enhanced all the **3** **lines of defenses**.
* Coordinated the activities of **Security Auditors** both internal and external to define and establish unified program-wide approach to address IT security issues and mitigate IT security risks.
* Built the financial use cases for the cloud and security platforms to showcase the **ROI, payback model**.
* Accountable for the entire services engagement lifecycle; from assignment through to successful delivery, sign off and billing with no disputes.
* Accountable for Identifying and Analysing the **enterprise business drivers** to derive enterprise business, information, technical and solution architecture requirements; analysing industry, technology, and market trends to determine their potential impacts on the enterprise.
* Produced and Developed **demonstrations, presentations, POC** outcomes with the business goals.
* Defined and delivered the capabilities roadmap including design, development and implementation of hybrid cloud and cloud native solutions to transform classic service architectures to cloud based environments such as **AWS** and **Azure**.
* Influenced strong, company-wide security culture through **“just-in-time” awareness program**, delivering automated corporate document classification and reducing high-risk employee Internet usage by >60% while improving voluntary reporting of **phishing attacks** by a factor of >10x, using Microsoft 365 Security components namely MS Cloud App Security, Advanced Threat Protection, Windows Defender, Azure Information Protection, BYOK and Azure Security Centre.
* Automated on-boarding and security governance entitlement review processes and customize country specific addendums to address the **local regulatory** (MAS, RBI, HKMA and BNM) and business compliance requirements yielding >90% productivity improvement.
* Designed and communicated Acceptable Use Policy, Mobile Device Management (MDM) and bring your own device (BYOD)policy and other security policies and standards across the bank.
* Established and matured **Digital Forensics & Incident Response** practice, improving time-to-discover and time-to-close for potential security events by >75%.
* Partnered with Chief Privacy Officer to standardize contractual security exhibit for clients and suppliers, regularly reviewing contracts for compliance, risk, and liability.
* Implemented the **password less authentication** and optimized **IAM** polices for better management controls within the UOB.
* Responsible for assessing and upgrading the current security technologies such asEnd Point Protection, Vulnerability Scanning, WAF, DLP, and **Cloud Security Access Brokers**.
* Defined the security guidelines on containerization platforms and Orchestrated systems such as **Dockers and Kubernetes (AKS, EKS).**
* Improved and regulated the vulnerability management solutions, the **CIS Critical Security Controls**, and the **PCI Data Security Standards** across the UOB Enterprise.

## Huawei | China & Singapore

### Senior Director – Cloud & Cyber Security Consulting November 2014 till November 2017

* Responsible for the technical team budget and training schedules Q-o-Q basis and report it to the Head of Partner Sales. Have led and **delivered $1B IT Services business.**
* Provided astute leadership and management, collaborating on a major IT restructuring and outsourcing project. Performed detailed evaluation of requirements and developed shared services arm supporting multiple business units and Enterprise IT Services.
* Built Professional Services Division that generated $500K in business prior to full-scale software product release. Positioned Professional Services as the #1 revenue stream within the corporation and built two more SOCs across EMEA and APAC with a revenue of $400K in the first year.
* Performed as a Cloud expert and evangelist, and responsible of articulating and demonstrating the importance of **SDDC** (Software Defined Data Center) and **SDN/NFV** (Software Defined Networks/ Network Foundation Virtualization) plays in customer environments.
* Automated on-boarding and security entitlement review processes, yielding >90% productivity improvement.
* Accountable for the development, launch and in life management of Huawei services, including P+L responsibility forthe **$100M Cloud** and **$60M Cyber Security business globally**, and accountable to the regional market units.
* Architected and delivered refresh of Data Theft Prevention program, resulting **in >50% reduction** in high-risk external data transmission by employees, and supporting successful prosecutions of multiple insider threats to company brand and trade secrets.
* Built the 10 member **Pre-Sales team** and 14 **Solution Architects** to facilitate and examine the sales prospects, sales opportunities, and business strategies by giving strategic support and input to the sales team both internal and partner sales. This improved the sales efficiency by **40%**
* Introduced **Red-Team** threat simulation program to validate enterprise defence effectiveness, Vulnerability Management and Penetration testing.
* Represented Huawei and the alliance as a spokesperson, subject matter expert, and presenter at internal and external events.
* Evaluated and implemented Cloud Management Platforms such as Right Scale, Cliqr for managing private cloud built on **Flex Cube** and **VCE.**
* Responsible for building a strong **partner Eco-System** and Act as a trusted IT advisor to the customer (CISO/CTO/CIO/CXO) and participate in customer’s strategic planning and proving industry expertise, implementation guidance and thought leadership.
* Launched cross-functional Security Champions organization, creating career paths in security for technologists, and coordinating activities across IT operations, architecture, engineering, and development.
* Leading the large and complex technology change/transformation program including new service transition metrics for cloud platforms.
* Designed and delivered modern, complex multi cloud environments on OpenStack, AWS, and Azure.

## IBM Limited | India

**Lead Enterprise Architect November 2013 till November 2014**

## Cognizant Technology Solutions | India

**Associate Director- Transformation Services May 2012 till November 2013**

## Microsoft Corporation | India, Singapore, and Seattle

**Sr. Infrastructure Architect May 2005 till February 2011**

## GE Energy | India

### Client Technology Manager- Asia September 2003 till April 2005

## British American Tobacco | Malaysia

### Principal Consultant- Microsoft Services July 2001 till July 2003

## Blueshift Inc.| India

### Network Administrator November 1997 till June 2001

# EDUCATION

**Madras University | India**

**Bachelor of Business Administration 1996-1999**